

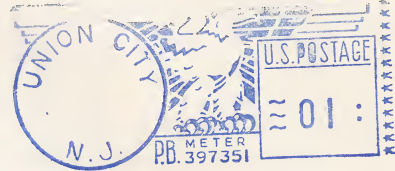
MANAGEMENT ADVISER

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Mitchell Gresser
for Management Adviser

MG:ed

Here are a few of the questions that were covered in depth in recent issues of **Management Adviser**

How many of them would have had practical application in your work?

What is the best approach to developing an executive incentive compensation plan?

Executive Incentive Compensation

How can you eliminate the communications gap between EDP personnel and management?

Bridging the Gap Between Data Processing and Operating Departments

Is it better to handle pension fund investments through an outside "money manager" or with an in-house adviser?

Managing Pension Funds Sensibly, Profitably, Safely

What are the critical decision points in handling the problems of pollution abatement?

Pollution Control: A Framework for Decision-Making and Cost Control

When may private financing be more desirable than a public issue for raising needed capital?

Going Public May Not Be the Answer

What criteria should be taken into account when pricing a product?

Methods vs. Objectives in Pricing Policy

How can management efficiency be improved without an expensive program of revision?

Step-By-Step Management Innovation

Is self-insuring an employee benefit program less costly than placing the program with a commercial insurance carrier?

Self-Insurance—The Potential, the Drawbacks

What are the eight steps to follow for introducing overall coherence in an organization's internal reporting?

The Development of Systematic Reporting Structures

What are the pitfalls and potential mistakes to be avoided in a company's quest for bigness?

A Backward Look at Forward Planning

Should the income from a proposed capital investment be calculated on an accrual or a cash flow basis?

A Better Perspective on Capital Expenditure Decisions

What cost factors should be taken into account when making a pricing decision?

Management's Pricing Decisions

How can mathematical models be used to achieve a sound cost reduction and profit improvement program?

Cost-Cutting That Works

What should be included in a marketing information system and how can you go about developing it?

Down-to-Earth Marketing Information Systems

How can you make EDP departments more productive and measure the performance of EDP managers?

Data Processing—Now Frontier For Scientific Management

How can you predict what effect a change in discount policy will have on sales?

Predicting Sales Effects of Discount Changes

How can accounting and management services practices be integrated in the accounting firm?

It All Started With an Audit

How can you develop work measurement programs that will not be opposed by supervisors?

Supervisors as Work Measurement Analysts

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